

COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY  
MANAGEMENT'S DISCUSSION AND ANALYSIS

Year Ending December 31, 2016

OPERATIONS AND ACCOMPLISHMENTS

In the spring of 2016, the Agency collected Payment in Lieu of Tax (PILOT) payments from its projects and distributed 100% of payments received to the local taxing jurisdictions. Over the last ten years the Agency has increased its PILOT distributions from \$3,228,087 in 2006 to \$4,451,401 in 2016.

During 2016 the Agency continued to provide funding for the Partnership for Economic Development in Sullivan County, Inc. in the amount of \$75,000, and for the regional economic development advocacy group Hudson Valley Pattern for Progress in the amount of \$5,000.

In 2016, the Agency continued its efforts to foster Sullivan County's food and agriculture sector. The Agency was awarded two new grants from the United States Department of Agriculture-Rural Development. Grant funds will be used to purchase equipment to be leased to two local businesses: Catskill Brewery and the to-be-determined operator of the food hub that the Agency has been working to develop since 2013.

The food hub project will improve the efficiency of the regional food distribution network and increase the value of local food transactions by taking advantage of opportunities to sell locally grown food. The Agency continues to seek grant funding to support the project, and to administer grants received to date.

Additionally, in 2016, the Agency was involved in the following projects:

- The administration of thirteen loans through the Agency's Rural Micro-entrepreneur Assistance Program (USDA).
- The administration of eight loans to small local businesses through the Agency's Revolving Loan Program, two of which were approved in 2016.
- The administration of five equipment lease agreements, four of which were approved in 2016.
- The administration of one outstanding Industrial Development Bond, which is related to a not-for profit agency.
- The administration of 55 projects with Agency agreements, including 42 projects that made payments in lieu of taxes to the Agency and sixteen projects that held valid sales tax exemption letters.